Cisco Business Edition 3000

Ordering Guide

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1. Introduction

1.1 Purpose, Audience, and Scope

Purpose - This ordering guide explains how to order Cisco® Business Edition 3000, which is designed for organizations with up to 300 employees. The Cisco Business Edition 3000 integrates the benefits of voice, mobility, and messaging onto a single platform.

Audience—Cisco field teams, Cisco distributors, and Cisco voice Partners and Resellers

Scope—This ordering guide describes the pricing and ordering for Cisco Business Edition 3000 Version 8.6.3

1.2 Changes from Previous Version

This version of the ordering guide covers the details for ordering Business Edition 3000 Version 8.6.3. Changes include the following:

- Software 8.6.3 with **feature enhancements**: Three-digit dialing , multiple call pickup group, do not disturb set with user page, direct transfer to voicemail, auto attendant dial by name, number blocking, E1/R2 trunk interface support, and group paging using attendant console
- Ordering details newly supported for new endpoint**—Cisco Unified Wireless IP Phone 7925G**
- Ordering details for **Not for Resale (NFR)** products

1.3 Solution Components

The Cisco Business Edition 3000 comes in a compact package that is ideal for desktop or wall-mounted deployments. The Cisco Business Edition 3000 system includes the following components:

- **Cisco Business Edition 3000 Appliance—**The server appliance is the central part of the system, integrating call control and voice messaging in a single appliance to provide the essential telephony features for businesses moving to IP telephony. The server appliance can support 300 users and up to 400 devices, and is ideal for a mid-sized business with up to 10 sites. The appliance consists of Cisco MCS 7890-C1 Business Edition (BE) 3000 Appliance hardware with BE 3000 software pre-installed.
- **Easy-to-use, simplified administrative interface—**Business Edition 3000 software includes an intuitive, easy-to-use administrative interface for initial setup, as well as moves, adds, and changes. The software is pre-installed on the appliance and reduces the initial setup time.
- **Integrated T1/E1 gateway for PSTN access—**The server appliance contains an onboard integrated gateway with dual T1/E1 interface for PSTN connectivity. The server price includes the gateway functionality. Reference the product data sheet for a complete list of gateway types supported at http://www.cisco.com/go/be3000.
- **Cisco Unified IP Phones—**Cisco Business Edition 3000 Version 8.6.3 and above supports the following Cisco IP Phone models: Unified SIP Phone 3905; Unified IP Phone 6901, 6911, 6921, 6941, 6945, 6961, 8941, 8945, and 8961; Unified Wireless IP Phone 7925G; and Unified IP Conference Station 7937G,.
- **Cisco Jabber™ clients and other applications—**Cisco Jabber is a new unified communications application for PCs, Macs, tablets, and smartphones. The Cisco Jabber family includes and builds upon Cisco Unified Personal Communicator (CUPC), Cisco Mobile, and Cisco WebEx Connect®. **Business Edition 3000 Version 8.6.3 and above supports the following Cisco Jabber clients with cloud-based WebEx® Connect service**:Cisco Jabber IM for BlackBerry, Cisco Jabber IM for iPhone, and CUCI-Connect.

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Other clients supported are: CUCI-RTX (China only) with Tencent service, Cisco IP Communicator, Cisco WebDialer, and Cisco Unified Attendant Console Compact Edition (CUAC-EC).

The following additional components can be purchased as needed:

- **Cisco SPA8800 IP Telephony Gateway (SPA8800)—**This gateway provides support for analog FXO and FXS functionailty on BE 3000. The SPA8800 gateway comes with four FXS ports and four FXO ports for providing analog trunking functionality. Based on the number of ports needed, multiple SPA8800 gateways can be ordered.
- **Cisco VG224 Voice Gateway—**The gateway provides support for 24 analog FXS endpoints with Business Edition 3000. The gateway can be ordered based on the required number of analog FXS endpoints.
- **Cisco Unified Border Element (CUBE)—**This gateway provides support for Session Initiation Protocol (SIP) trunking to service providers. Section 4 in this document gives additional information for ordering the CUBE gateways and the different configuration options.
- **Cisco 2901 Integrated Services Router (ISR)**—This gateway provides support for additional local T1/E1 PSTN breakout functionality. Section 4 in this document gives additional information for ordering the ISR 2901 gateway and the different configuration options.
- **Cisco Small Business 300 Series Managed Switches**—The 300 Series switches are available in different configurations and can be ordered based on the number of IP phones needed.
- **Cisco Catalyst® 2960 Series Switch**—The switch is available in an 8- or 24-port configuration and can be ordered based on the number of IP phones needed. The switch can provide Power over Ethernet (PoE).

1.4 Orderability and Country Availablity

Cisco Business Edition 3000 is **available only through distributors (i.e. not available on the Global Price List [GPL])** to Partners holding **minimum specialization requirements of Cisco Small Business Specialized status**. The Cisco Business Edition 3000 Version 8.6.3 will be orderable in **December 2011**.

Please Note: Country availablity is limited by country-pack dial-plan support. The engineering team is developing country packs on an ongoing basis. Please check our product page periodically for country dial-plan support.

Cisco Business Edition 3000 is pre-installed with dial plans, user locales, tones, and localized administration of the GUI for the following countries:

- United States
- Canada (English)
- India

Additionally, you can add the following countries through a country-pack mechanism using a common ppen policy (COP) file. Please check the following site for additional country-pack availability:
http://www.cisco.com/cisco/software/release.html?mdfid=283783671&flowid=26421&softwareid=282074333&release=ru_RU-Country_Pack&rellifecycle=&relind=AVAILABLE&reltype=all

1.5 Ordering Tools

Cisco Quick Pricing Tool was specifically designed to help quickly generate price estimates for small- and medium-sized solutions. Using a clear graphical interface and user profiles, account managers can easily select products and options without the need for technical assistance. Choose from four Quick Pricing Tool (QPT) modules addressing the small to midsize business space.

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Cisco QPT is located at: http://www.cisco.com/go/qpt.

Fast Track offers simplified pricing on high-volume products for mid-market and small businesses. It gives partners the right price up front, simplifies transactions, and provides new incentives to help partners close deals faster and increase incremental demand for Cisco solutions. For additional information about Fast Track , go to http://www.cisco.com/go/fasttrack2.

Cisco Configuration Tool (also known as Dynamic Configuration Tool [DCT]) is part of the suite of Internet commerce tools for managing online ordering of Cisco products. It helps enable you to configure products and view lead times and prices for each selection. It also allows you to view lead-time and price changes under a variety of price lists and service contract terms. You can then save, print, email, and download your configurations.

The Cisco.com (with password required) version of Cisco Configuration Tool is located at: http://www.cisco.com/en/US/partner/ordering/index.shtml.

Please Note: Since Business Edition 3000 is **available only through distribution**, you will need access to the Wholesale Price Lists (WPL) to use the DCT.

2. Cisco Business Edition 3000 Ordering

The Business Edition 3000 ordering process has been simplified by offering partners the right price up front through distribution partners so partners can close deals faster and increase incremental demand. The following sections describe the various SKUs that can be used to build the solution.

2.1 Cisco Business Edition 3000

The following table lists the SKU for the BE3000 appliance, which includes the server hardware, latest pre-installed software (8.6.3), and integrated dual T1/E1 ports for PSTN connectivity. Table 1 lists the SKU numbers.

Table 1. Business Edition 3000 SKU

Product Number	Description	List Price ($US)
MCS7890C1-BE8-K9=	Cisco Business Edition 3000 Appliance	$1995

2.2 Cisco Unified IP Phone Bundles

In order to simplify the ordering and licensing deployment process, Cisco IP phone bundles have been created which include both the phone hardware and the user connect license(s) in a single SKU.Table 2 lists the bundle SKUs. Bundles are available in quantities of one, eight, or ten packs depending on the specific phone model. Each bundle (1, 8, or 10) contains a license PAK that has to be entered into the license registration website (www.cisco.com/go/license) to generate a license key code**.**

Note:

- **Partners and customers should order the larger bundles (8 or 10 quantites)** when possible to reduce the licensing deployment process (i.e. to reduce the number of license PAKs that have to entered into the license registration website to generate a license key codes).
- **Optional power adapters and power cords are sold and packaged separately.** For more information, see section 2.4 or Cisco Unified IP Phones Ordering Guide.

Table 2. IP Phone Bundle SKUs

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Product Number	Description	Included User Connect License (UCL)	List Price (US Dollars)
Larger Bundles (Quantity 8 or 10)—Standard Handsets			
CP-3905-8PK-BE=	Cisco 3905 IP Phone Bundle – Qty 8	Essential	$832
CP6901-C8PKBE-K9=	Cisco 6901 IP Phone Bundle Std. Handset – Qty 8	Essential	$1040
CP6911-C8PKBE-K9=	Cisco 6911 IP Phone Bundle Std. Handset – Qty 8	Basic	$2400
CP6921-C8PKBE-K9=	Cisco 6921 IP Phone Bundle Std. Handset – Qty 8	Basic	$2720
CP6941-C8PKBE-K9=	Cisco 6941 IP Phone Bundle Std. Handset– Qty 8	Enhanced	$3640
CP6945-C10PBE-K9=	Cisco 6945 IP Phone Bundle Std. Handset– Qty 10	Enhanced	$5750
CP6961-C8PKBE-K9=	Cisco 6961 IP Phone Bundle Std. Handset – Qty 8	Enhanced	$3880
CP8941-10PKBE-K9=	Cisco 8941 IP Phone Bundle Std. Handset– Qty 10	Enhanced	$6850
CP8945-10PKBE-K9=	Cisco 8945 IP Phone Bundle Std. Handset– Qty 10	Enhanced	$7350
CP8961-C8PKBE-K9=	Cisco 8961 IP Phone Bundle Std Handset– Qty 8	Enhanced	$6680
Larger Bundles (Qunatity 8 or 10)—Slim Handsets			
CP6901-CL8PKBE-K9=	Cisco 6901 IP Phone Bundle Slim Handset– Qty 8	Essential	$1040
CP6911-CL8PKBE-K9=	Cisco 6911 IP Phone Bundle Slim Handset– Qty 8	Basic	$2400
CP6921-CL8PKBE-K9=	Cisco 6921 IP Phone Bundle Slim Handset– Qty 8	Basic	$2720
CP6941-CL8PKBE-K9=	Cisco 6941 IP Phone Bundle Slim Handset– Qty 8	Enhanced	$3640
CP6945-CL10PBE-K9=	Cisco 6945 IP Phone Bundle Slim Handset– Qty 10	Enhanced	$5750
CP6961-CL8PKBE-K9=	Cisco 6961 IP Phone Bundle Slim Handset– Qty 8	Enhanced	$3880
CP8941-L10PKBE-K9=	Cisco 8941 IP Phone Bundle Slim Handset– Qty 10	Enhanced	$6850
CP8945-L10PKBE-K9=	Cisco 8945 IP Phone Bundle Slim Handset– Qty 10	Enhanced	$7350
CP8961-CL8PKBE-K9=	Cisco 8961 IP Phone Bundle Slim Handset– Qty 8	Enhanced	$6680
Single Bundles—Standard Handsets			
CP-3905-BE=	Cisco 3905 IP Phone Bundle	Essential	$104
CP-6901-CBE-K9=	Cisco 6901 IP Phone Bundle Std. Handset	Essential	$130
CP-6911-CBE-K9=	Cisco 6911 IP Phone Bundle Std. Handset	Basic	$300
CP-6921-CBE-K9=	Cisco 6921 IP Phone Bundle Std. Handset	Basic	$340
CP-6941-CBE-K9=	Cisco 6941 IP Phone Bundle Std. Handset	Enhanced	$455
CP-6945-CBE-K9=	Cisco 6945 IP Phone Bundle Std. Handset	Enhanced	$575
CP-6961-CBE-K9=	Cisco 6961 IP Phone Bundle Std. Handset	Enhanced	$485
CP-8941-BE-K9=	Cisco 8941 IP Phone Bundle Std. Handset	Enhanced	$685
CP-8945-BE-K9=	Cisco 8945 IP Phone Bundle Std. Handset	Enhanced	$735
CP-8961-CBE-K9=	Cisco 8961 IP Phone Bundle Std. Handset	Enhanced	$835
CP-7937G-CMBE-K9=	Cisco 7937 Conference Phone with license	Enhanced	$1505
UCIRTX8-B3K1-K9=	CUCI RTX + Adjunct Bundle (China Only)	Adjunct	$135
IPCOMM8-B3K1-K9=	Cisco IP Communicator Rel 8.x + Adjunct bundle	Adjunct	$175
Single Bundles—Slim Handsets			
CP-6901-CLBE-K9=	Cisco 6901 IP Phone Bundle Slim Handset	Essential	$130
CP-6911-CLBE-K9=	Cisco 6911 IP Phone Bundle Slim Handset	Basic	$300
CP-6921-CLBE-K9=	Cisco 6921 IP Phone Bundle Slim Handset	Basic	$340
CP-6941-CLBE-K9=	Cisco 6941 IP Phone Bundle Slim Handset	Enhanced	$455
CP-6945-CLBE-K9=	Cisco 6945 IP Phone Bundle Slim Handset	Enhanced	$575
CP-6961-CLBE-K9=	Cisco 6961 IP Phone Bundle Slim Handset	Enhanced	$485
CP-8941-LBE-K9=	Cisco 8941 IP Phone Bundle Slim Handset	Enhanced	$685

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CP-8945-LBE-K9=	Cisco 8945 IP Phone Bundle Slim Handset	Enhanced	$735
CP-8961-CLBE-K9=	Cisco 8961 IP Phone Bundle Slim Handset	Enhanced	$835

2.3 Cisco Unified Wireless IP Phone 7925G Bundles

The Cisco Unified Wireless IP Phone 7925G is ideally suited for demanding environments such as healthcare, manufacturing facilities, warehouses, etc. The phone integrates a rugged industrial design with a rubber exterior casing to protect against drops and shocks, and meets the military 810-F standard. The phone is also hermetically sealed and IP54 rated for dust and splashed water protection. The display can be wiped down with moist wipes. The phone also supports Bluetooth v2.0 standard headset profiles for expanded personal freedom. It supports dual-band 802.11a/b/g radios, contains a speakerphone, and has a high-resolution color display. It offers dedicated buttons for push-to-talk support using XML application, volume, and mute.

Please note:

- **Be sure your ordering code has the corresponding suffix for your country to ensure proper required power and channel settings**. For more information, see the Cisco Unified IP Phones Ordering Guide.
- **Batteries and power supplies are not included** in the bundles below. For more information, see section 2.4 Cisco Unified IP Phone Accessories (see section 2.4)
- **Partners and customers should order the larger bundles (10 quantities)** when possible to reduce the licensing deployment process.

Table 3 lists the SKUs for the Cisco Unified Wireless IP Phone 7925G Bundles.

Table 3. 7925G Bundles SKUs

Product Number	Description	Included User Connect License (UCL)	List Price (US Dollars)
Larger Bundles (Quantity 10)			
CP7925G-A10PBE-K9=	Cisco Unified Wireless IP Phone 7925G Bundle – FCC – Qty 10	Enhanced	$8850
CP7925G-E10PBE-K9=	Cisco Unified Wireless IP Phone 7925G Bundle – ETSI– Qty 10	Enhanced	$8850
CP7925G-P10PBE-K9=	Cisco Unified Wireless IP Phone 7925G Bundle - Japan– Qty 10	Enhanced	$8850
CP7925G-W10PBE-K9=	Cisco Unified Wireless IP Phone 7925G Bundle - Rest of World– Qty 10	Enhanced	$8850
Single Bundles			
CP7925G-ABE-K9=	Cisco Unified Wireless IP Phone 7925G Bundle – FCC	Enhanced	$885
CP7925G-EBE-K9=	Cisco Unified Wireless IP Phone 7925G ETSI	Enhanced	$885
CP7925G-PBE-K9=	Cisco Unified Wireless IP Phone 7925G Japan	Enhanced	$885
CP7925G-WBE-K9=	Cisco Unified Wireless IP Phone 7925G Rest of World	Enhanced	$885

2.4 Cisco Unified IP Phone Accessories

The Cisco Unified IP Phones portfolio supports many accessories. Table 4 provides a few common accessories for the Business Edition 3000 solution. For additional accessories or information, see the Cisco Unified IP Phones Ordering Guide.

Table 4. Business Edition 3000 Accessories

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Product Number	Description*	List Price (US Dollars)
CP-CKEM-C=	Cisco Unified IP Color Key Expansion Module (8961 phone)	$495
CP-ICON-HS-C-NA=	Jawbone ICON for Cisco Bluetooth Headset, Charcoal, with North American Power Cube	$325
CP-PWR-CUBE-3=	Power Supply for the Cisco Unified IP Phones 6900 series	$45
CP-PWR-CUBE-4=	Power Supply for the Cisco Unified IP Phones 8900 series	$65
CP-PWR-CORD-AP=	Power Cord for Asia Pacific regions such as Hong Kong and Malaysia	$10
CP-PWR-CORD-AU=	Power Cord for Australia and New Zealand	$10
CP-PWR-CORD-CE=	Power Cord for Europe and regions that use the same plugs	$10
CP-PWR-CORD-CN=	Power Cord for China	$10
CP-PWR-CORD-NA=	Power Cord for North America and regions that use the same plugs	$10
CP-PWR-CORD-UK=	Power Cord for United Kingdom and regions that use the same plugs	$10
CP-BATT-7925G-STD=	Cisco Unified Wireless IP Phone 7925G Standard Battery	$75
CP-BATT-7925G-EXT=	Cisco Unified Wireless IP Phone 7925G Extended Battery	$95
CP-HOLSTER-7925G=	Cisco Unified Wireless IP Phone 7925G Holster Case	$35
CP-PWR-7925G-AU=	Cisco Unified Wireless IP Phone 7925G Power Supply for Australia	$45
CP-PWR-7925G-CN=	Cisco Unified Wireless IP Phone 7925G Power Supply for China	$45
CP-PWR-7925G-NA=	Cisco Unified Wireless IP Phone 7925G Power Supply for North America	$45
CP-PWR-7925G-UK=	Cisco Unified Wireless IP Phone 7925G Power Supply for United Kingdom	$45
CP-CAB-USB-7925G=	Cisco Unified Wireless IP Phone 7925G USB Cable	$20
CP-7937-MIC-KIT=	Wired Microphone Kit (includes two microphones for Cisco Unified IP Conference Station 7937)	$350

Please Note: Phone accessories are available on the WPL and GPL at standard discounting.

2.5 Cisco Unified Attendant Console – Compact Edition (CUAC-CE)

The Cisco Unified Attendant Console – Compact Edition provides an easy-to-use interface to handle and distribute calls from a Cisco Cisco MCS 7890-C1 Business Edition 3000 Appliance.

It is an intuitive client application that will help a user to:

- Answer telephone calls using your Windows PC to control your Cisco IP phone
- Search a directory of your co-workers (up to 300 contacts can be searched)
- Transfer calls to a contact in the directory
- Set “Do Not Disturb” or “Call Forward” features on your co-workers' telephones if desired
- Page (one-way speech through the speaker) a co-worker or a group through your Cisco IP phone

The client is available for download from the following site:
http://www.cisco.com/cisco/software/release.html?mdfid=283783671&flowid=26421&softwareid=282074295&release=8.6%282%29&relind=AVAILABLE&rellifecycle=&reltype=latest

Please note: Each client **requires an enhanced license (L-LIC-BE3K-ENH) to register with the Business Edition 3000,** and each Business Edition 3000 will support a maximum of 10 clients

Table 5 list endpoints supported with CUAC-CE client.

Table 5. Endpoints Supported with CUAC-CE Client

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Endpoint	Call Control Functionality (CTI-Enabled)	Paging Functionality (XSI-Enabled)
3905	No	No
6901/6911	Yes	No
6921/6941/6945/6961	Yes	Yes
7925/7937	Yes	Yes
8941/8945/8961	Yes	Yes
Cisco IP Communicator	Yes	Yes
CUCI-Connect (Softphone Mode)	No	No
CUCI-RTX (China Only)	No	No

2.6 User Connect Licensing

Cisco User Connect Licensing is a user-based licensing model for most Cisco Unified Communications products. With User Connect Licensing, Cisco channel partners no longer need to quote server software, device license units (DLUs), ports, options, etc. Quotes are now necessary only for the number of users counted and licensed. All right-to-use (RTU) fees, DLU fees, port licenses, etc. are converted to a single Cisco User Connect License. Cisco Business Edition 3000 supports User Connect Licensing (UCL). Table 6 briefly describes the different UCL options available with the Business Edition 3000.

Please note: The system default includes five (5) enhanced User Connect and five (5) voicemail licenses to help administrators start and test the system.

Table 6. UCL Options

License	Description
UCL-Enhanced User	Entitles the user to use of one (1) enhanced, basic, or essential endpoint. The Enhanced IP User License also entitles Reach Me Anywhere feature for a user.
UCL-Basic User	Entitles the user to use of one (1) basic or essential endpoint. Basic IP User License also entitles to Reach Me Anywhere feature for a user.
UCL-Essential User	Entitles the user to use one (1) Cisco IP essential endpoint, fax machine, or other analog device connected to Cisco VG224 or SPA8800.
UCL-Voice Mail	Entitles the user access to voice mail and associated features
UCL-Adjunct Device	Entitles an existing enhanced or basic licensed user one additional assigned endpoint of equal or lesser UCL value, where an endpoint is defined as a hard phone or soft phone.

Table 7 list endpoints supported for each UCL type.

Table 7. Endpoints Supported

Endpoints	Licenses
Analog Devices Connected Through SPA8800 or VG224	Essential
Cisco Unified IP Phone 3905	Essential
Cisco Unified IP Phone 6901	Essential
Cisco Unified IP Phone 6911, 6921	Basic
Cisco Unified IP Phone 8941/8945/8961	Enhanced
Cisco Unified IP Phone 6941/6945/6961	Enhanced
Cisco Unified IP Wireless 7925G	Enhanced
Cisco Unified Conference Station 7937G	Enhanced
Cisco IP Communicator	Enhanced, Adjunct (If complementing an enhanced desk phone)
CUCI-Connect (Softphone Mode)	Enhanced, Adjunct (If complementing an enhanced desk phone)

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CUCI-RTX (China Only)	Enhanced, Adjunct (If complementing an enhanced desk phone)
Cisco Unified Attendant Console – Compact Edition	Enhanced

Additional UCLs can be ordered as needed to add additional users or features to Cisco Business Edition 3000.

Table 8 lists the different types of add-on electronic licenses.

Table 8. Electronic Licenses

Product Number	Description	List Price (US Dollars)
L-LIC-BE3K-ESS=	Business Edition 3000 Essential User Connect License (no voicemail)	$40
L-LIC-BE3K-BAS=	Business Edition 3000 Basic User Connect License (no voicemail)	$125
L-LIC-BE3K-ENH=	Business Edition 3000 Enhanced User Connect License (no voicemail)	$210
L-LIC-BE3K-VM=	Business Edition 3000 Voicemail User Connect License	$40

Adjunct Profiles: The adjunct license entitles users to add secondary devices, soft clients, or other crucial features. Table 9 lists the SKU for the Adjunct Device License. Please follow the guidelines outlined below to determine the number of adjunct licenses required.

- A user's primary device is the highest cost device (most feature-rich) associated with the user
- Adjunct licenses are required for all additional:
  - Cisco Unified IP Phones
  - Cisco soft-client devices added to the primary devices. (Customers who wish to use the Cisco soft-client devices as their primary device should purchase the BE 3000 Enhanced User Connect License.)

Table 9. Adjunct Device License SKU

Product Number	Description	List Price (US Dollars)
L-LIC-BE3K-ADJ=	Business Edition 3000 Adjunct Device License	$85

Ordering Example:

An ordering scenario is provided as an example. A customer has the following requirements:

- 100 IP phone users:
  - 59 Cisco Unified IP Phones 6921
  - 25 Cisco Unified IP Phones 6941
  - 10 Cisco Unified IP Phones 8945
  - 1 Cisco Unified IP Phone 8961 with key expansion model (KEM)
  - 15 Cisco IP Communicator clients as secondary devices to the primary Unified IP Phone models 6941 and 8945
- Voicemail for 100 users

Customer should order the following:

- One (1) Cisco MCS 7890-C1 Business Edition 3000 Appliance (MCS7890C1-BE8-K9=)
- Seven (7) 6921, 8-phone bundles (CP6921-C8PKBE-K9=)
- Three (3) 6921, 1-phone bundle (CP-6921-CBE-K9=)
- Three (3) 6941, 8-phone bundles (CP6941-C8PKBE-K9=)

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- One (1) 6941, 1-phone bundle (CP-6941-CBE-K9=)
- One (1) 8945, 10-phone bundle (CP8945-10PKBE-K9=)
- One (1) 8961, 1-phone bundle (CP-8961-CBE-K9=)
- One (1) 8961 KEM (CP-CKEM-C=)
- Fifteen (15) IP Communicator software bundles (IPCOMM8-B3K1-K9=)
- One hundred (100) LIC-BE3K-VM=

2.7 Not for Resale (NFR) SKUs

Not for Resale SKUs on Cisco BE 3000 products are designed to give qualified partners a reduced price for use in non-revenue-generating activities such as labs, demonstrations, and internal course development or training. Partners do not need to request a deviation via Deviation Authorization Request Tool (DART) to initiate the validation process and get the NFR discount. The NFR SKUs only include Business Edition 3000 appliance, Business Edition 3000 supported phone and license bundles. Services or Unified Communications Software Subscription (UCSS) licenses do not have NFR SKU numbers. Table 10 lists all available NFR SKUs.

Please note: NFR orders will be on hold until validated by Cisco for compliance and qualification.

Table 10. NFR SKUs

Product Number	Description	Included User Connect License (UCL)	List Price (US Dollars)
MCS7890C1-K9-NFR=	Cisco Business Edition 3000 Appliance NFR	n/a	$1,392
CP-3905-BE-NFR=	Cisco 3905 IP Phone NFR Bundle	Essential	$73
CP-6901-CB-K9-NFR=	Cisco 6901 IP Phone NFR Bundle Std. Handset	Essential	$91
CP-6901-CL-K9-NFR=	Cisco 6901 IP Phone NFR Bundle Slim Handset	Essential	$91
CP-6911-CB-K9-NFR=	Cisco 6911 IP Phone NFR Bundle Std. Handset	Basic	$157
CP-6911-CL-K9-NFR=	Cisco 6911 IP Phone NFR Bundle Slim Handset	Basic	$157
CP-6921-CB-K9-NFR=	Cisco 6921 IP Phone NFR Bundle Std. Handset	Basic	$238
CP-6921-CL-K9-NFR=	Cisco 6921 IP Phone NFR Bundle Slim Handset	Basic	$238
CP-6941-CB-K9-NFR=	Cisco 6941 IP Phone NFR Bundle Std. Handset	Enhanced	$318
CP-6941-CL-K9-NFR=	Cisco 6941 IP Phone NFR Bundle Slim Handset	Enhanced	$318
CP-6945-CB-K9-NFR=	Cisco 6945 IP Phone NFR Bundle Std. Handset	Enhanced	$401
CP-6945-CL-K9-NFR=	Cisco 6945 IP Phone NFR Bundle Slim Handset	Enhanced	$401
CP-6961-CB-K9-NFR=	Cisco 6961 IP Phone NFR Bundle Std. Handset	Enhanced	$339
CP-6961-CL-K9-NFR=	Cisco 6961 IP Phone NFR Bundle Slim Handset	Enhanced	$339
CP-7937G-K9-NFR=	Cisco 7937 Conference Phone NFR Bundle	Enhanced	$1,050
CP-8941-BE-K9-NFR=	Cisco 8941 IP Phone NFR Bundle Std. Handset	Enhanced	$478
CP-8941-LB-K9-NFR=	Cisco 8941 IP Phone NFR Bundle Slim Handset	Enhanced	$478
CP-8945-BE-K9-NFR=	Cisco 8945 IP Phone NFR Bundle Std. Handset	Enhanced	$513
CP-8945-LB-K9-NFR=	Cisco 8945 IP Phone NFR Bundle Slim Handset	Enhanced	$513
CP-8961-CB-K9-NFR=	Cisco 8961 IP Phone NFR Bundle Std. Handset	Enhanced	$583
CP-8961-CL-K9-NFR=	Cisco 8961 IP Phone NFR Bundle Slim Handset	Enhanced	$583

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3. Cisco WebEx Offers

Table 11 describes the products in the Cisco WebEx family that are supported with Business Edition 3000.

Table 11. Supported Cisco WebEx Products

Product Name	Description
Cisco Webex Meeting Center	The core of the Cisco WebEx product line, WebEx Meeting Center helps enable the sharing of presentations, documents, applications, and computer desktops in real time with anyone, anywhere, anytime/ To learn more about WebEx Meeting Center visit http://www.cisco.com/en/US/products/ps10409/index.html
Cisco WebEx Connect	Cisco WebEx Connect integrates crucial collaboration capabilities—including Presence, enterprise-grade instant messaging, audio and video conferencing, voice over IP (VoIP), Cisco IP telephony, and more—on a single secure platform More details on WebEx Connect are available at http://www.cisco.com/en/US/products/ps10528/index.html

3.1 Cisco WebEx Meeting Center—Small Business Offer

Subscription Model: This named host subscription is designed for organizations that want the simplest possible approach to buying Cisco WebEx products. A named host is any individual who may schedule and host meetings. Host accounts are individualized and may not be shared or used by anyone other than the one employee to whom the host account is assigned. Hosts can hold an unlimited number of meetings with up to 25 participants per meeting, and one meeting per named host is allowed at any time.

Term: The term is one year, with optional one-year renewals. There are also monthly SKUs which should be used only with existing accounts to ensure that all subscriptions within a single business co-terminate at the same time.

For customers that wish to order a WebEx conferencing service, the WebEx Small Business Offer details are listed in table 12.

Table 12. WebEx Small Business Offer Details

Channel	Two-tier resellers through distribution (not listed on GPL)
Business Model	WebEx Meeting Center Named Host: Prepaid Annual Subscription
Minimum Subscription	Two licenses
Storage	1 GB storage included
Capacity	Up to 25 participants
Audio	VoIP and US toll charge is $10,000 minimum per month CAP North America: 10,000 minutes per month per host of VoIP and US toll included Europe: VoIP only included India: No audio included Rest of world: VoIP only included For geographies outside North America, it is possible to purchase audio through a separate contract
Branding	Branded site included
Technical Support	24 x 7 x 365 technical support provided worldwide. Primary support offered in English Support in Spanish, French, German, Italian, Chinese, and Korean available during regular business hours. Overflows go to English-speaking support. Note: There is no need to buy Cisco SMARTnet support with WebEx subscriptions offers.
Updates and Upgrades	Available automatically upon release (hosted service)

Table 13 outlines the prices and SKUs for the WebEx Small Business Offer.

Table 13. Prices and SKUs for WebEx Small Business Offer

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Product Number	List Price (US Dollars))	Description
L-WBX-MC-SB-US=	$650	WebEx Meeting Center small business annual subscription (North America Only)
L-WBX-MC-SB-EU=	$650	WebEx Meeting Center small business annual subscription (Europe)
L-WBX-MC-SB-APAC=	$650	WebEx Meeting Center small business annual subscription (APAC)
L-WBX-MC-SB-IND=	$650	WebEx Meeting Center small business annual subscription (India Only)
L-WBX-MC-SB-ROW=	$650	WebEx Meeting Center small business annual subscription (ROW) with VoIP
L-WBX-MC-SB-ROWNV=	$650	WebEx Meeting Center small business annual subscription (ROW) without VoIP
L-WBX-MC-SB-MNTH1=	$54	WebEx Meeting Center small business -SKU if 1 month is left for renewal
L-WBX-MC-SB-MNTH2=	$108	WebEx Meeting Center small business -SKU if 2 months are left for renewal
L-WBX-MC-SB-MNTH3=	$163	WebEx Meeting Center small business -SKU if 3 months are left for renewal
L-WBX-MC-SB-MNTH4=	$217	WebEx Meeting Center small business -SKU if 4 months are left for renewal
L-WBX-MC-SB-MNTH5=	$271	WebEx Meeting Center small business -SKU if 5 months are left for renewal
L-WBX-MC-SB-MNTH6=	$325	WebEx Meeting Center small business -SKU if 6 months are left for renewal
L-WBX-MC-SB-MNTH7=	$379	WebEx Meeting Center small business -SKU if 7 months are left for renewal
L-WBX-MC-SB-MNTH8=	$433	WebEx Meeting Center small business -SKU if 8 months are left for renewal
L-WBX-MC-SB-MNTH9=	$488	WebEx Meeting Center small business -SKU if 9 months are left for renewal
L-WBX-MC-SB-MNTH10=	$542	WebEx Meeting Center small business -SKU if 10 months are left for renewal
L-WBX-MC-SB-MNTH11=	$592	WebEx Meeting Center small business -SKU if 11 months are left for renewal

For additional details on the quote-to-deployment process, as well as other WebEx offers, visit: http://www.cisco.com/web/partners/downloads/partner/WWChannels/technology/webex/GPL_Ordering_guide.pdf

3.2 Cisco Jabber IM with WebEx Connect service

WebEx Connect brings together the most effective communication and collaboration solutions with:

- Presence—See who is online and available with instant presence notification
- Enterprise instant messaging—Chat securely with encrypted one-to-one chat or group IM
- Cisco IP phone and softphone support with CUCI-Connect plug-in (see Section 3.3)
- Integrated web conferencing with WebEx Meeting Center service
- Microsoft Outlook address book and calendar integration
- Desktop sharing—Quickly share ideas and make informed decisions on the spot
- Minimize IT investment with an affordable hosted solution that works with your internal systems

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Table 14 outlines WebEx Connect service details.

Table 14. WebEx Connect Details

Business Model	Hosted: Prepaid annual or multi-year subscriptions
Minimum Subscription	25 licenses
Technical Support	24 x 7 x 365 technical support provided worldwide. Primary support offered in English Support in Spanish, French, German, Italian, Chinese, and Korean available during regular business hours. Overflows to English-speaking support. Note: There is no need to buy Cisco SMARTnet support with Cisco WebEx subscriptions offers.
Updates and Upgrades	Available automatically upon release (hosted service)

Available Terms: One-, two-, three-, or five-year terms. There are also monthly SKUs which should be used only with existing accounts to ensure that all subscriptions within a single business co-terminate at the same time. Table 15 reveals the prices and SKUs for the WebEx Connect offer.

Table 15. Prices and SKUs for WebEx Connect Offer

Product Number	List Price (US Dollars)	Description
L-WBX-IM1-NH		WebEx Connect IM Named Host plus 1-year subscription (all quantities)
L-WBX-IM1-NH-S1	$42	WebEx Connect IM Named Host plus 1-year subscription (all quantities)
L-WBX-IM2-NH		WebEx Connect IM Named Host plus 2-year subscription (all quantities)
L-WBX-IM2-NH-S1	$80	WebEx Connect IM Named Host plus 2-year subscription (all quantities)
L-WBX-IM3-NH		WebEx Connect IM Named Host plus 3-year subscription (all quantities)
L-WBX-IM3-NH-S1	$115	WebEx Connect IM Named Host plus 3-year subscription (all quantities)
L-WBX-IM5-NH		WebEx Connect IM Named Host plus 5-year subscription (all quantities)
L-WBX-IM5-NH-S1	$179	WebEx Connect IM Named Host plus 5-year subscription (all quantities)

Note: WebEx Connect SKUs are available on the GPL at standard discounts.

For additional details on the quote-to-deployment process and co-termination WebEx Connect offers visit: http://www.cisco.com/web/partners/downloads/partner/WWChannels/technology/webex/GPL_Ordering_guide.pdf

Cisco Jabber IM clients are free for organizations with a license to use Cisco Webex Connect service.

- To download the WebEx Connect client for Windows, visit http://download.webexconnect.com/connect/webexconnect.exe
- To download the Cisco Jabber IM for BlackBerry software, visit http://www.cisco.com/go/jabber-im-blackberry.
- To download the Cisco Jabber IM for iPhone software, visit http://itunes.apple.com/app/cisco-jabber-im-foriphone/id467192391?mt=8

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3.3 Cisco Unified Communications Integration for Cisco WebEx Connect (CUCI-Connect)

Cisco Unified Communications Integration for WebEx Connect is a PC application that provides instant access to Cisco Unified Communications services directly from a phone tab within Cisco WebEx Connect.

This tight integration with Cisco WebEx Connect helps enable you to transparently connect, communicate, and collaborate with premises-based Cisco Unified Communications services—softphone, midcall control, voicemail, desk-phone control, phone presence, video, and web conferencing—directly from your PC.

This desktop integration combines the rapid deployment and total-cost-of-ownership (TCO) benefits of the Cisco Collaboration Cloud with the benefits of on-premises network services such as bandwidth management and corporate policy controls.

Cisco Unified Communications integration for WebEx Conect can be deployed in two modes

1. Desk phone mode to control a desktop phone—The WebEx Connect subscription plus CUCI-Connect license is required
2. Softphone Mode—Requires the following licenses: WebEx Connect subscription, CUCI-Connect license, and Enhanced UCL. If the user has an existing IP phone licensed with an Enhanced UCL, then the user would require an Adjunct UCL, insteand of the Enhanced UCL. See ordering example below for clarification.

To order the Cisco Unified Communications Integration for WebEx Connect (CUCI-Connect) plug-in, determine the number of licenses required and order from the license listings in table 16. (This is a perpetual license.)

Table 16. Licenses

Product Number	List Price (US Dollars)	Description
UCICONNECT-7.1-K9	$0	Cisco Unified Communications Integration for WebEx Connect (top-level SKU)
UCICONNECT-7.1-LIC	$50	Cisco Unified Communications Integration for WebEx Connect License (one per user)

Notes:

- **CUCI-Connect** SKUs are available as available on the GPL at standard discounts.
- **Supported Cisco Unified IP Phone models (CTI-enabled) in desk phone mode**: 6900 Series, 7937, 8900 Series

Ordering Examples:

Example 1: A United States customer needs the following coverage for 100 users:

- WebEx Connect service for 100 users with Presence and instant messaging for three years
- WebEx Meeting Center service for 25 users for one year

The customer should order:

- 100 WebEx Connect services for three years (L-WBX-IM3-NH-S1)
- 25 WebEx Connect services for one year (L-WBX-MC-SB-US=)

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Example 2: A customer needs the following coverage for 50 users:

- 50 CUCI-Connect to be used in desktop mode only with their existing Cisco Unified IP Phones 6921

The customer should order:

- 50 WebEx Connect services for one year (L-WBX-IM1-NH-S1)
- 50 CUCI-Connect plug-in (UCICONNECT-7.1-LIC)

Example 3: A customer needs the following coverage for 75 users:

- 75 CUCI-Connect with full soft-client functionality
  - 50 users have no additional devices assigned to them (i.e. no desk phone)
  - 25 users have existingUnified IP Phones 8941 with Enhanced UCLs

The customer should order:

- 75 WebEx Connect Services for one year (L-WBX-IM1-NH-S1)
- 75 CUCI-Connect plug-in (UCICONNECT-7.1-LIC)
- 50 Enhanced BE3000 UCL licenses (L-LIC-BE3K-ENH=)
- 25 adjunct BE3000 UCL licenses for additional devices (L-LIC-BE3K-ADJ=)

4. External Gateways

4.1 Cisco 2901 Integrated Services Router (ISR)—T1/E1 Primary Rate Interface (PRI)

The Cisco Business Edition 3000 solution includes two T1/E1 ports for PSTN connectivity. If additional T1/E1 connectivity is required, you can order the Cisco 2901 ISR external gateway. When a 2901 ISR is ordered, it is shipped with a pre-installed software image and corresponding permanent licenses for the packages and features that are specified. There is no need to activate or register the software before use.

The Cisco Unified Communications Technology Package License must be ordered during the time of initial order of the Cisco 2901 ISR with the required modules for digital signal processor (DSP) resources. If the license is not ordered when the 2901 ISR is initially ordered, then the license can be ordered separately and a license PAK can be downloaded from Cisco.com and copied to the router.

Table 17 lists all the necessary SKUs that have to be ordered for the external PSTN connectivity using the Cisco 2901 ISR.

Table 17. Cisco 2901 ISR SKUs

Product Number	Description	List Price (US Dollars)	Notes
CISCO2901-V/K9	Cisco 2901 Voice Bundle, PVDM3-16, UC License PAK	$2,695	
Included: PWR-2901-AC	Cisco 2901 AC Power Supply		
Included: MEM-2900-512MB-DEF	512 MB DRAM for Cisco 2901-2921 ISR (Default)		
Included: MEM-CF-256MB	256 MB Compact Flash for Cisco 1900, 2900, 3900 ISR		
Included: ISR-CCP-CD	Cisco Configuration Pro Express on Router Flash		
Included: S29UK9-15001M	Cisco IOS® Universal Image for 2901-2921		
Included: SL-29-IPB-K9	P Base License (paper) for Cisco 2951-3901		

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Included: SL-29-UC-K9	Unified Communication License (paper) for Cisco 2951-2901		
VWIC2-2MFT-T1/E1	2-port second-generation Multiflex Trunk	$2,200	
PVDM3-64	PVDM3 64 channel	$3,200	Note: Please order two PVDM3-64 to get to 128-channel density for 2 PRIs
CAB-CONSOLE-RJ45	Console cable 6-ft wdth RJ45 and DB9F (both system and spare)	$30	
CAB-CONSOLE-USB	Console cable 6-ft width USB type A and mini-B connectors (both system and spare)	$30	

4.2 Cisco Unified Border Element (CUBE)–SIP trunking

SIP trunking on Business Edition 3000 requires session border elements on customer premise. CUBE is the default session border element for SIP trunking on Business Edition 3000 to provide basic or common CUBE features and voice security features

CUBE is included in different Cisco IOS Software images and runs on different Cisco Integrated Services Routers (ISR). This section includes recommended CUBE products for Business Edition 3000 only. For other options, please refer to the CUBE ordering guide at http://www.cisco.com/en/US/prod/collateral/voicesw/ps6790/gatecont/ps5640/order_guide_c07_462222.html

Step 1: Decide how many concurrent sessions are needed. The maximum number of concurrent SIP sessions is the primary factor to help you decide which Cisco ISR platform and which software bundle should be ordered.

If less than 25 sessions are needed, platforms with light CUBE functions are preferred to achieve cost efficiency. Table 18 lists the SKUs that can be ordered for CUBE.

Table 18. CUBE SKUs

Product Number	Description	Maximum SIP Sessions	List Price (US Dollars)
C881-CUBE-K9	Cisco 881 Integrated Services Router with integrated CUBE Licenses. Support up to 15 SIP-to-SIP sessions.	15	$1,200
C886VA-CUBE-K9	Cisco 886VA Multi-mode VDSL2/ADSL2+ over ISDN Secure Router and integrated CUBE licenses. Support up to 15 SIP-to-SIP sessions.	15	$1,250
C887VA-CUBE-K9	Cisco 887VA Multi-mode VDSL2/ADSL2+ over POTS Secure Router and integrated CUBE licenses. Support up to 15 SIP-to-SIP sessions.	15	$1,250
C888-CUBE-K9	Cisco 888 G.SHDSL Secure Router with integrated CUBE licenses. Support up to 15 SIP-to-SIP sessions.	15	$1,300
C888E-CUBE-K9	Cisco 888E G.SHDSL Secure Router with 802.3ah EFM support and integrated CUBE licenses. Support up to 15 SIP-to-SIP sessions.	15	$1,545
C892F-CUBE-K9	Cisco 892F Gigabit Secure Router with SFP and integrated CUBE licenses. Support up to 25 SIP-to-SIP sessions.	25	$2,045

For more information on Cisco 880 Series Integrated Services Routers with CUBE functionalities, please refer to http://www.cisco.com/en/US/prod/collateral/routers/ps380/data_sheet_c78_459542_ps380_Products_Data_Sheet.html

For more information on Cisco 890 Series Integrated Services Routers with CUBE functionalities, please refer to http://www.cisco.com/en/US/prod/collateral/routers/ps380/data_sheet_c78-519930.html

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Step 2. If more than 25 sessions are needed, the following CUBE bundles listed in table 19 are recommended. Each bundle includes the Cisco ISR hardware and various numbers of licenses. More licenses could be added as long as the number of licenses does exceed the maximum number of sessions in table 19.

Product Number	Description	Maximum Number of Sessions	List Price (US Dollars)
C2901-VSEC-CUBE/K9	Platform: Cisco 2901 platform with 256 MB flash and 512 MB DRAM Software Image: Cisco 2901-2921 IOS Universal DSPs: PVDM3-16 Licenses: One FL-CUBEE-25 (25 sessions)	100	$4,695
FL-CUBEE-5	Five add-on SIP session licenses		$750
FL-CUBEE-25	Twenty-five add-on SIP session licenses		$2,995

Table 19. CUBE Bundles

If you already purchased Cisco ISRs, and would like to add CUBE functionality onto them, you can add the software and licenses individually to an order.

Make sure your Cisco ISR is running the correct Cisco IOS Software image with CUBE functionalities. Please refer to the CUBE ordering guide at
http://www.cisco.com/en/US/prod/collateral/voicesw/ps6790/gatecont/ps5640/order_guide_c07_462222.html

Choose the correct license to meet your required number of sessions based on section 2.2 in the CUBE ordering guide.

4.3 Cisco SPA8800 IP Telephony Gateway–FXO and FXS Interface

The Cisco SPA8800 IP Telephony Gateway is an affordable IP telephony gateway solution that is ideal for small business environments that have VoIP service and also require a connection to the public switched telephone network (PSTN). It can be used with existing analog telephones and teleconferencing equipment, helping small business customers to protect and extend their investments. It includes four RJ-11 FXS and four FXO ports, a 10/100 BASE-T RJ-45 Ethernet interface to connect to either a router or multilayer switch, and an auxiliary port for local administration. Table 20 includes ordering information for this gateway.

Table 20. Ordering Information

Product Number	Description	List Price (US Dollars)
SPA8800	SPA8800 IP Telephony Gateway with 4 FXS and 4 FXO Ports	$600

Power is supplied locally using an AC to 12 VDC power adapter (included), and requires one country-specific cord (selected at the time of ordering).

Note: The Cisco SPA8800 gateway uses Cisco Small Business Service Offerings instead of regular Cisco Operate Services. To order Cisco Small Business support service refer to Table 21.

Table 21. Cisco Small Business Support Service

Service Plan	Description	List Price ($US)
CON-SBS-SVC2	3-Year Small Business Service	$67

For more information about the Cisco SPA8800, please refer to

http://www.cisco.com/en/US/partner/prod/collateral/voicesw/ps6790/gatecont/ps10024/ps10446/data_sheet_c78-534718.html

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4.4 Cisco VG224 Analog Voice Gateway — FXS interfaces

The Cisco VG224 Analog Voice Gateway combines a high-density RJ21 analog interface with Cisco IOS Software manageability. Doing so delivers a cost-effective platform that increases the functionality of existing analog phone equipment in a Cisco Unified Communications system deployment. The Cisco VG224 is a high-density 24-port gateway for analog phones, fax machines, modems, and speakerphones. Table 22 lists ordering information for the Cisco VG224 Analog Voice Gateway.

Table 22. Cisco VG224 Ordering Information

Product Number	Description	List Price (US Dollars)
VG224	VG224 Gateway	$5395
VG224-MP	MultiPack VG224 Gateway (must be ordered in quantities of four)	$4125 each
VG224-LA	VG224 Gateway for select markets (includes India, Latin America, Russia, Asia Pacific)	Varies per market

5. Cisco Services

5.1 Cisco Operate Services

The Cisco Operate Services for Business Edition deliver award-winning Cisco service to our Partners' business customers that help you generate new revenues, improve margins, and increase customer satisfaction. Take full advantage of your business opportunities by selling Cisco Services for Business Edition 3000, and provide the best products and support the industry has to offer. You will benefit from delivering a superior customer experience that can increase your business value. Whether eliminating the need to stock spare inventory or staff support lines for after-hours calls, you will have more visibility into a predictable revenue stream and a simplified contract, while your customers can get a cost-effective, Cisco-supported, flexible service plan that includes full voicemail coverage updates, 24-hour, 7-days-a-week telephone or web-based support, and onsite parts delivery.

Services Available

Table 23 describes the services available for Cisco Business Edition 3000 products.

Table 23. Cisco Business Edition 3000 Services

Service	Description
Cisco SMARTnet®	• Rapid problem resolution with around-the-clock, global access to the Cisco Technical Assistance Center (TAC) • Registered access to Cisco.com for powerful online tools and information • Next-business-day advance hardware replacement (additional replacement options, some as fast as two hours, are also available) • Proactive Smart Call Home capability alerts customer and Cisco TAC to potential problems before they occur
Cisco Unified Communications Essential Operate Service (Software support; sometimes referred to as ESW)	• Telephone and remote technical and maintenance support services • Automated troubleshooting tools and support (includes Cisco TAC Case Collection, Software Bug Toolkit, and Product Alert Tool) • Access to expertly trained engineers at the Cisco TAC • Access to industry-leading online support on Cisco.com • Application maintenance and minor software updates; access to software updates

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Which Services Are Available for Which Products

When ordering Cisco Business Edition 3000 products, you should quote:

1. Cisco SMARTnet for service coverage on the Cisco Business Edition 3000 server and phones

2. Cisco Unified Communications Essential Operate Service for software (sometimes referred to as ESW) to support the Business Edition software and applications (i.e. Cisco Unified Communications Manager, voicemail, soft clients, etc.)

Tables 24 and 25 describe some of the more common services available for Cisco Business Edition 3000 products.

Table 24. Cisco SMARTnet® — 8 Hours a Day, 5 Days a Week, Next-Business-Day (8X5XNBD) Service for 1 Year

Product Number	Description	List Price (US Dollars)
CON-SNT-MCSBE8K9	Smartnet 8x5xNBD Cisco Business Edition 3000 Server	$160
CON-SNT-3905BE3K	Cisco SMARTnet 8X5XNBD Cisco Unified IP Phone 3905	$8
CON-SNT-6901CHST	Cisco SMARTnet 8X5XNBD Cisco Unified IP Phone 6901	$8
CON-SNT-CP6911CK	Cisco SMARTnet 8X5XNBD Cisco Unified IP Phone 6911	$8
CON-SNT-21CK	Cisco SMARTnet 8X5XNBD Cisco Unified IP Phone 6921	$8
CON-SNT-41CK	Cisco SMARTnet 8X5XNBD Cisco Unified IP Phone 6941	$8
CON-SNT-CP6945C1	Cisco SMARTnet 8X5XNBD Cisco Unified IP Phone 6945	$8
CON-SNT-61CK	Cisco SMARTnet 8X5XNBD Cisco Unified IP Phone 6961	$8
CON-SNT-7937GBE	Cisco SMARTnet 8X5XNBD Cisco Unified IP Phone 7937	$48
CON-SNT-CP8941K9	Cisco SMARTnet 8X5XNBD Cisco Unified IP Phone 8941	$12
CON-SNT-CP8945K9	Cisco SMARTnet 8X5XNBD Cisco Unified IP Phone 8945	$12
CON-SNT-CP8961K9	Cisco SMARTnet 8X5XNBD Cisco Unified IP Phone 8961	$8
CON-SNT-7925G1K	Cisco SMARTnet 8X5XNBD Cisco Unified IP Phone 7925	$8
CON-SNT-2901V	Cisco SMARTnet 8x5xNBD Cisco 2901 UC Bundle, PVDM3-16, UC License PAK	$305
CON-SNT-2901VSCC	Cisco SMARTnet 8x5xNBD C2901 UC SEC CUBE Bundle, PVDM3-16, UC SEC Lic, FL-CUBEE-2	$305
CON-SNT-C881CUBE	Cisco SMARTnet 8x5xNBD Cisco 881 Ethernet Secure Router with CUBE	$116
CON-SNT-C886VAC	Cisco SMARTnet 8x5xNBD Cisco 886VA Multi-mode Secure Router with CUBE	$116
CON-SNT-C887VAC	Cisco SMARTnet 8x5xNBD Cisco 887VA Multi-mode Secure Router with CUBE	$116
CON-SNT-C888CUBE	Cisco SMARTnet 8x5xNBD Cisco 888 Secure Router with CUBE	$116
CON-SNT-C888ECU	Cisco SMARTnet 8x5xNBD Cisco 888E Secure Router with CUBE	$116
CON-SNT-C892FCU	Cisco SMARTnet 8x5xNBD Cisco 892F Secure Router with CUBE	$116
CON-SNT-VG224	Cisco SMARTnet 8x5xNBD Cisco VG224 Gateway	$432

Table 25. Cisco Unified Communications Essential Operate Service (Software Support, Sometimes Referred to as ESW) - 1 Year

Product Number	Description	List Price (US Dollars)
CON-ESW-BE3KESUS	ESW BE 3000 User Connect Licensing – Essential User	$1
CON-ESW-BASUSR	ESW BE 3000 User Connect Licensing – Basic User	$6
CON-ESW-BEENHUSR	ESW BE 3000 User Connect Licensing – Enhanced User	$10

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CON-ESW-BE3KVM	ESW BE 3000 User Connect Licensing – Voicemail User	$4
CON-ESW-IPCOMM8B	ESW BE 3000 User Connect Licensing – IP Communicator User	$21
CON-ESW-LUCI71L	ESW BE 3000 User Connect Licensing – CUCI-Connect User	$5

For additional services offers and information, see the Cisco Operate Services Ordering Guide at http://www.cisco.com/en/US/services/ps2961/ps2664/service_partner_guide0900aecd80616a58.pdf.

5.2 Cisco Unified Communications Services—Tools for Quoting and Ordering

Cisco Services Finder: This tool can help you find technical services in conjunction with the Cisco Technical Services site. Cisco Services offers a portfolio of support services for every Cisco product. You will find Cisco's support offerings range from traditional maintenance to proactive monitoring with Smart Services capabilities.

Access the Cisco Services Finder at http://www.cisco-servicefinder.com/.

Cisco Service Contract Center, the next generation of service management, helps you increase profitability and efficiency by simplifying the way you manage and sell your Cisco service contracts.

Now there is one simple and easy-to-use web-based solution you can use to quote and book your service orders and manage your service contracts and renewal opportunities. Cisco Service Contract Center helps you accelerate your business by allowing you to focus your attention on selling and on servicing your customers instead of waiting for reports, searching for information, reconciling prices, re-entering quotes, solving problems, and cleaning up contracts.

Access the Cisco Service Contract Center at http://www.cisco.com/public/scc/.

6. Cisco Unified Communications Software Subscription (UCSS)

Cisco UCSS is a product offering that allows customers to purchase major software version upgrades at a reduced cost as a 1-, 2-, 3-, or 5-year subscription. A valid Cisco Unified Communications Operate Services contract must be in place or purchased with the Cisco UCSS. Monthly Cisco UCSS product numbers may be purchased to help customers co-terminate their Cisco UCSS contract with Cisco Unified Communications Operate Service. For more information about Cisco UCSS refer to Cisco Unified Communications Software Subscription - Partner Resources

Table 26 list the part numbers should be used for UCSS with User Connect Licenses.

Table 26. UCSS Part Numbers

Product Number	Description	List Price (US Dollars)
Cisco Business Edition 3000—1-Year Software Subscription Product Numbers		
L-UCSS-BE3KBAS1-1=	UCSS for Business Edition 3000 Basic User - 1 Year - 1 User	$7
L-UCSS-BE3KENH1-1=	UCSS for Business Edition 3000 Enhanced User - 1 Year - 1 User	$12
L-UCSS-BE3KESS1-1=	UCSS for Business Edition 3000 Essential User - 1 Year - 1 User	$3
L-UCSS-BE3KVM1-1=	UCSS for Business Edition 3000 Voice Mail User - 1 Year - 1 User	$4
L-UCSS-BE3KSFC-1-1 (Under L-UCSS-BE3KSFTC top level)	Soft Client UCSS for Business Edition 3000 1 Year, 1 user	$6

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Product Number	Description	List Price (US Dollars)
Cisco Business Edition 3000—2-Year Software Subscription Product Numbers		
L-UCSS-BE3KBAS2-1=	UCSS for Business Edition 3000 Basic User - 2 Years - 1 User	$12
L-UCSS-BE3KENH2-1=	UCSS for Business Edition 3000 Enhanced User - 2 Years - 1 User	$21
L-UCSS-BE3KESS2-1=	UCSS for Business Edition 3000 Essential User - 2 Years - 1 User	$5
L-UCSS-BE3KVM2-1=	UCSS for Business Edition 3000 Voice Mail User - 2 Years - 1 User	$7
L-UCSS-BE3KSFC-2-1 (Under L-UCSS-BE3KSFTC top level)	Soft Client UCSS for Business Edition 3000 2 Years, 1 user	$10
Cisco Business Edition 3000—3-Year Software Subscription Product Numbers		
L-UCSS-BE3KBAS3-1=	UCSS for Business Edition 3000 Basic User - 3 Years - 1 User	$15
L-UCSS-BE3KENH3-1=	UCSS for Business Edition 3000 Enhanced User - 3 Years - 1 User	$26
L-UCSS-BE3KESS3-1=	UCSS for Business Edition 3000 Essential User - 3 Years - 1 User	$7
L-UCSS-BE3KVM3-1=	UCSS for Business Edition 3000 Voice Mail User - 3 Years - 1 User	$8
L-UCSS-BE3KSFC-3-1 (Under L-UCSS-BE3KSFTC top level)	Soft Client UCSS for Business Edition 3000 3 Years, 1 user	$13
Cisco Business Edition 3000—5-Year Software Subscription Product Numbers		
L-UCSS-BE3KBAS5-1=	UCSS for Business Edition 3000 Basic User - 5 Years - 1 User	$25
L-UCSS-BE3KENH5-1=	UCSS for Business Edition 3000 Enhanced User - 5 Years - 1 User	$42
L-UCSS-BE3KESS5-1=	UCSS for Business Edition 3000 Essential User - 5 Years - 1 User	$11
L-UCSS-BE3KVM5-1=	UCSS for Business Edition 3000 Essential User - 5 Years - 1 User	$14
L-UCSS-BE3KSFC-3-1 (Under L-UCSS-BE3KSFTC top level)	Soft Client UCSS for Business Edition 3000 5 Years, 1 user	$21
Cisco Business Edition 3000—1-Month Software Subscription Product Numbers		
L-UCSS-BE3KBAS1M=	UCSS for Business Edition 3000 Basic User - 1 Month - 1 User	$1
L-UCSS-BE3KENH1M=	UCSS for Business Edition 3000 Enhanced User – 1 Month - 1 User	$1
L-UCSS-BE3KESS1M=	UCSS for Business Edition 3000 Essential User - 1 Month - 1 User	$1
L-UCSS-BE3KVM1M=	UCSS for Business Edition 3000 Essential User 1 Month - 1 User	$1
L-UCSS-BE3KSC-1M-1 (Under L-UCSS-BE3KSFTC top level)	Soft Client UCSS for Business Edition 3000 1 Month, 1 user	$1

7. Cisco Capital Financing

The significant benefits offered by Cisco Unified Communications make it the natural choice to replace traditional PBX systems. As with any technology investment, the question is the affordability of the new system. The answer is financing from Cisco Systems Capital®. Whether through flexible repayments matching expenditure to benefit, mitigating cash flow issues, or negating capital expenditure with an operating lease, we can give you access to the best Unified Communications technology for your business, when you need it.

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Removing Sales Barriers

Typically, Cisco Capital can help remove or reduce the barriers preventing organizations from obtaining the technology that can most benefit their businesses. Cisco Capital can:

- Remove cash flow issues, allowing the company to spread the cost of its investment over a number of years
- Offer flexible repayment terms matching expenditure to benefits, which means that payments can be timed to coincide with business benefits that may be seen later in the project, or deferred to meet a company's budget cycle
- Turn capital expenditures into operating expenditures through an operating lease that helps enable companies to benefit from the residual value of the technology up front. Because no one knows Cisco equipment like Cisco, you can be sure of market-leading residuals
- Provide a sale and lease-back arrangement (where available) that softens the initial costs by taking on existing commitments that may be attached to legacy equipment.

Tips for Taking Advantage of Financing to Accelerate and Close More Business

Consider financing early in the deal cycle. This will save time later and help you get paid faster.

Get your customer pre-approved for a credit line with Cisco Capital. By showing the customer they can afford more than they thought they could, you can pave the way early in the sales cycle to grow the deal size. It is recommended you do this as early as possible in the customer discussions.

Provide a lease quote with every proposal: You can do this by contacting your local Cisco Capital team. And in some markets web-based tools are available so you can quickly generate your own lease quotes.

For more information on Cisco Capital Finance programs visit http://www.cisco.com/web/ordering/ciscocapital/index.html.

8. Additional Ordering Tools

Cisco Solution Expert assists Cisco field and Cisco Unified Communications specialized channel partners in designing and quoting solutions using the Cisco Unified Communications bundles or the traditional design model. For additional information about Solution Expert go to http://tools.cisco.com/a2q/introduction.sx?actionParam=viewIntroduction.

Cisco QuoteBuilder is a commercial solutions quoting application that enables specialized channel partners to build a system quote for security, wireless, and unified communications with:

- Products, required modules, and software
- Auto-derived services based on products and installed-site location
- Customized leasing options from Cisco Capital where available
- Design documentation

For additional information about QuoteBuilder, go to http://www.cisco.com/go/quotebuilder.

Cisco Business Edition 3000 is supported in both Solution Expert as well as QuoteBuilder.

Cisco Service Contract Center is an integrated solution that makes it easy for Cisco service sales teams and partners to manage and grow their service business profitably. It can:

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- Quote and book your service orders, and manage your service contracts and renewals all with one simple, easy-to-use solution
- Allow you to spend less time solving administrative problems, searching for opportunities, and creating quotes
- Provide you with more time to grow your business using data you can trust; you do not need to spend time fixing or verifying data
- Enable you to create and proactively manage your contracts

For More Information

For more information on the Cisco Business Edition 3000 please visit http://www.cisco.com/en/US/products/ps11370/index.html

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